

Speakers

International Trade Training Workshop

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Michael Blakeley

Mr. Blakeley has 10 years of experience in international trade, including export promotion, business development, and fostering of business linkages. With Nathan Associates, he has conducted studies and presented workshops on non-traditional exports and the advantages of preferential trade agreements, such as the African Growth and Opportunity Act (AGOA), for USAID-funded projects in Southern Africa. He has conducted strategy meetings with private sector organizations in developing countries to expand their capacity to understand and analyze the impact of trade agreements on domestic industries. Before joining Nathan Associates, Mr. Blakeley owned and managed a trading company that imported and exported agricultural goods worldwide. He conducted business in more than 15 countries, formally representing firms in Argentina, Ecuador, Mexico, and Peru, and working closely with public and private entities, including the U.S. Food and Drug Administration, South African Bureau of Standards, U.S. Customs, and the Export-Import Bank of the United States. He also served as a consultant to private firms providing technical assistance on import regulations and standards, and served on many panels discussing trade issues between developing and developed countries. Mr. Blakeley holds a Masters degree in Commercial Diplomacy with concentration in international trade policy, trade laws and institutions, business-government relations, and international economics and a Bachelors degree in Political Science. He speaks Spanish fluently.

Erin Endean

With 18 years of professional experience in the public and private sectors, Ms. Endean has broad experience in U.S. trade policy; trade, investment, and economic development; and multilateral and regional trading arrangements, particularly in Asia. She is currently the Chief of Party of the USAID-funded Support for Trade Capacity-building Project, an initiative under the Economic Growth, Agriculture and Trade (EGAT) Bureau. The project provides cross-cutting trade-related assistance to a variety of developing countries and strengthens USAID expertise on the crucial role of trade in economic development. Before joining Nathan Associates in 2001, Ms. Endean worked for eight years for an international consulting firm founded by former U.S. Trade Representative (USTR) Carla A. Hills, where she advised U.S. firms on market access and investment issues in Asia, especially China, as well as in Europe. Earlier, she worked at the Office of the USTR, first as Director of Japanese and Chinese Affairs and then as Executive Assistant/Staff Director to USTRs Carla Hills and Mickey Kantor. Before she joined the USTR, Ms. Endean was the senior economic analyst on the Chinese economy and trade regime at the Central Intelligence Agency. She speaks Mandarin Chinese. Ms. Endean received her undergraduate and graduate degrees from Yale University (B.A. in History, *summa cum laude*; M.A. in East Asian Studies.)

Lance Graef

Vice President of the Trade Policy practice at Nathan Associates, Mr. Graef has spent 27 years in the public and private sectors dealing with trade negotiation, trade policy, and related economic analysis. He served as USTR negotiator in Geneva during the last two rounds of trade negotiations and appeared before the U.S. International Trade Commission in trade remedy and litigation proceedings. With Nathan Associates, Mr. Graef has served as project manager on USAID-funded projects such as the Trade Implementation Policy project (TIPP) and the Partnership for Economic Growth (PEG) Activity in Indonesia, and the Trade Policy Reform and Education Project (ATRIP) in Africa. A seasoned practitioner of WTO-related technical assistance, he conceptualized and led a technical assistance program for the State Customs Committee in Ukraine and worked in Armenia, Kazakhstan, and Kyrgyzstan to prepare negotiating teams for their first meeting on WTO accession. He has conducted workshops for and advised the Ministry of Industry and Trade and the Ministry of Finance on bilateral and multilateral trade negotiations, customs valuation, and antidumping. Recently, he has focused on market liberalization in the 18-nation Asia Pacific Economic Cooperation organization. He was instrumental in gaining the support of Mozambique's private sector for the Southern African Development Community's proposed Free Trade Agreement and assisted the delegation during SADC trade negotiations. Mr. Graef has led 10 WTO workshops in Africa for the COMESA Secretariat, member states, and the WAEMU Secretariat. Mr. Graef has a B.A. in Political Science and an M.A. in Liberal Studies.

William D. Jackson

A Director for African Affairs in the Office of the U.S. Trade Representative (USTR), Mr. Jackson works in the Office of African Affairs, which is responsible for advancing policy and initiatives to enhance U.S. trade, investment, and economic cooperation with the countries of sub-Saharan Africa. His portfolio includes trade capacity building and WTO issues related to trade in services and intellectual property rights. Before joining the USTR, Mr. Jackson was with the Africa-America Institute (AAI), a leading nongovernmental organization involved in education and exchange programs for and with Africans. As AAI's Director of Government Relations and Policy, he led AAI's policy program, which seeks to shape and inform debate over U.S. policy toward Africa in ways that highlight African perspectives and promote American engagement. He was also AAI's liaison with the U.S. Congress, the executive branch, and the NGO community, including individuals and organizations comprising the U.S. constituency for Africa. Earlier, Mr. Jackson was in the U.S. Foreign Service, where he spent many years working in Africa, including assignments as Political Officer at the U.S. Embassy in Monrovia, Liberia, and as Country Desk Officer for Liberia and for Mozambique. While with the State Department, he also spent a year as a Congressional Fellow in the office of U.S. Senator James Jeffords, served as the Country Desk Officer for Tajikistan and Turkmenistan, and at the U.S. Embassies in Bridgetown, Barbados and Colombo, Sri Lanka. He represented the United States as an observer in international peace talks for Mozambique (1991-1993) and Tajikistan (1994-1996). Mr. Jackson is a five-time recipient of the State Department Meritorious Honor Award and holds a Superior Honor Award. He graduated from the University of Pittsburgh and received a Master's degree in Foreign Service from Georgetown University.

Cecilia Klein

A Director for WTO Accessions, Office of the U.S. Trade Representative, Ms. Cecilia Klein coordinates interagency staff work on negotiations with countries and customs territories seeking accession to the WTO, including Russia, Ukraine, Saudi Arabia, and Kazakhstan. In addition to policy coordination, she negotiates rules issues and supports U.S. participation in the WTO Committee on Import Licensing Procedures. Earlier, Ms. Klein served as a director for GATT Affairs at the office of GATT Affairs, USTR, EOP, where she was a negotiator for GATT accessions and observerships for almost ten years. While in charge of interagency staff work for the Group on GATT Articles, Uruguay Round, she oversaw policy coordination and supported U.S. participation in the GATT, including meetings of the GATT Council; Committees on Balance of Payments, Budget, and Trade and Development; and Working Parties on regional arrangements and waivers. From 1980 to 1985, Ms. Klein served as a Director for Western Europe and for the European Communities, Office of Europe and Japan, USTR, EOP, where she was involved in coordinating issues with the EU, EU member states, and the rest of Western Europe. During her tenure as a Staff Economist on East-West Trade Reports at the Office of Economics, U.S. International Trade Commission, Ms. Klein conducted probable economic effects studies and investigations (e.g., adjustment assistance, anti-dumping, and sections 332, 337, and 406). Ms. Klein received a B.A. in International Affairs and an M.A. in Economics from George Washington University.

Mary Lisa Madell

Mary Lisa Madell has been a trade policy analyst with the Trade Support Team of USDA's Animal and Plant Health Inspection Service (APHIS) since 1997. Her responsibilities include providing analysis and strategic guidance for trade issues related to sanitary and phytosanitary measures, with a geographical emphasis on Europe, Africa, the Middle East, and Oceania. Before joining APHIS, she worked with USDA's Economic Research Service for 8 years as an economist, specializing in analysis of agricultural production and trade in Europe. In addition, she participated in USDA-funded technical assistance programs in Eastern Europe, and managed a market analysis and reporting training program in Ukraine for two years. Ms. Madell received a Masters of Arts of Law and Diplomacy from the Fletcher School of Law and Diplomacy in Medford, Massachusetts, and a diploma in international economics from the Institute Universitaire de Hautes Etudes Internationales in Geneva.

Fred Montgomery

Currently an Adjunct Professor of Commercial Diplomacy at the Monterey Institute of International Studies (MIIS), Mr. Montgomery began his professional career in 1963 as a staff economist in the Office of Trade Policy. He was assigned to Geneva for the Kennedy Round of GATT negotiations from 1965 until 1967 and was a trade policy professional in the U.S. government for 36 years before retiring in December 1999. As an assistant USTR for Policy Coordination from 1994 to 1999, he directed the Office of Policy Coordination, served as Chairman of the interagency Trade Policy Staff Committee (TPSC), and as Executive Secretary of the agency. As Chairman, Mr. Montgomery was responsible for coordinating the positions of 17 Federal agencies involved in trade policy, reaching final decisions, and escalating unresolved issues to the sub-Cabinet level. As Executive Secretary of the interagency sub-Cabinet Trade Policy Review Group, he was the main point of contact for other Federal agencies regarding substantive

communications and taskings, legislative referrals, and General Accounting Office investigations. He edited and supervised the production of USTR's annual report, the annual National Trade Estimate on trade barriers, and various other reports to the Congress and the President. Mr. Montgomery was USTR's Private Sector Coordinator for Multilateral Trade Negotiations from 1989 through 1991. Before that he was assigned to the USTR office in Geneva, Switzerland as Deputy Chief of Mission in the U.S. Mission to the GATT (1987-1989), and as the Chief U.S. Negotiator for the Harmonized System (1985-1987). He was the Deputy Assistant USTR for Policy Coordination in Washington from 1981 to 1984. Mr. Montgomery received a B.A. in Political Science from the University of Arizona and an M.A. in Government and a J.D. from the George Washington University.

Tom Pengelly

Mr. Pengelly's expertise combines trade-related technical assistance and capacity building with international trade and development policy, specifically on the WTO, the multilateral trading system, and EU trade arrangements with developing countries. An independent consultant, Mr. Pengelly has done work for USAID, the UK's Department for International Development (DFID), the OECD Development Assistance Committee, and the WTO/UNCTAD International Trade Centre (ITC). Recent assignments include a *Resource Mobilization and Programming Strategy* for ITC's trade-related technical assistance portfolio. As Leader of DFID's Trade Development team between 1999 and 2001, Mr. Pengelly directed DFID's \$30 million portfolio of trade-related technical assistance programs and advised on trade facilitation, e-commerce, special and differential treatment, Uruguay Round implementation, WTO accession, and the Cotonou Agreement. He was a leading member of the Advisory Panel for the OECD/DAC *Best Practice Guidelines for Trade Capacity Development*. He is the author of *Trade Reform and Capacity Development under a Pro-Poor Agenda* (DFID, November 2001) and *Building Trade Policy Capacity in Developing Countries and Transition Economies: a Practical Guide to Planning Technical Co-operation Programmes* (DFID, March 2001). Mr. Pengelly has worked in Bangladesh, Barbados, Ghana, Montserrat, Pakistan, Russia, St. Helena, and Zimbabwe. He holds a B.A. in Philosophy with Honors from the University of Manchester. In 1995, he obtained Trainer for Trainers certification from the UK Civil Service College.

Sherry Stephenson

Dr. Stephenson is Deputy Trade Advisor in the Trade Unit of the Organization of American States (OAS). She is overseeing the role of the OAS in providing analytical support to the majority of negotiating groups in FTAA negotiations and providing direct support to the FTAA Negotiating Group on Services and technical assistance to the countries participating in the FTAA process. Earlier, Dr. Stephenson was an Advisor to the Ministry of Trade, Government of Indonesia, Jakarta, for three years. Her previous positions have been with the GATT and UNCTAD Secretariats in Geneva, Switzerland and with the Trade Directorate of the OECD in Paris, France. She has done consulting work for many organizations including the World Bank, the Asian Development Bank, the Asia-Pacific Economic Cooperation (APEC), USAID, Institute of the Americas, Nathan Associates Inc., and several national governments. Dr. Stephenson has taught graduate courses for the International Commerce and Policy program at George Mason University, Virginia. She has written extensively on trade policy issues, particularly services and standards. Dr. Stephenson holds a Ph.D. in International Economics from University of Geneva (1987),

an M.A in Economics from New York University (1976), and a B.A. in Political Science from Colorado Women's College (1971).

Yvonne M. Tsikata

A well published researcher, Ms. Yvonne M. Tsikata is a Senior Economist in the Poverty Reduction and Economic Management (PREM) Trade Unit of the International Trade Department, World Bank. She is responsible for comprehensive diagnostic trade integration studies under the Integrated Framework trade program. She provides intellectual guidance on the design of reports and quality reviews and coordinates donors and external partners, including IMF, ITC, UNCTAD, UNDP, and the WTO. A member of the trade team responsible for preparing briefs, strategy notes, CAS reviews, and other inputs at the request of the Director, she wrote the Bank's review of the pilot phase of the Integrated Framework. Earlier, as a Senior Research Fellow at Economic and Social Research Foundation in Dar es Salaam, Tanzania, Ms. Tsikata carried out research on public finance, aid effectiveness, the political economy of reform, exchange rate management, investment, and trade policy. She also carried out program evaluations involving income generation, debt management, and private sector development for UNDP, Danida, and Sida. Under a capacity-building exercise, she delivered training for two courses for high-level policymakers and academics at the Joint Africa Institute in Abidjan. During her tenure with the World Bank from 1991 to 1998, Ms. Tsikata was a senior economist for the Africa Region, where she built a macroeconometric model of the South African economy, carried out a private sector assessment for Namibia, and developed a comprehensive cross-country panel data base on global savings and researched the impact of saving on economic growth, development, and poverty alleviation as a part of a policy research report—"Saving Across the World: Puzzles and Policies." Ms. Tsikata holds an A.B. in Economics and Mathematics from Bryn Mawr College. In 1991, she received a Ph.D. in Economics from New York University.